5/10/83 K 5650-2A

JAPAN · ECONOMIC · INSTITUTE

JEI

REPORT

No. 16A April 29, 1983

U.S. AGRICULTURAL EXPORTS TO JAPAN: A REVIEW OF 1982 SALES

Summary

The worldwide recession and price-depressing surpluses of grains and other commodities in the United States took a heavy toll on American agricultural exports in 1982, pushing them down 15.5 percent to $36.6 million. Sales to Japan, the largest single buyer, did not buck the first downturn in U.S. farm exports since 1975, as they dropped by exactly the same margin as aggregate shipments to $5.5 billion. The volume of sales, however, held up surprisingly well considering the state of the Japanese economy and the steep fall in the value of the yen. As a result, Japan solidified its position as the number-one buyer of U.S. corn, sorghum, cotton, and beef and other meat and as the second-largest market for soybeans and fruits and vegetables.

Feed Grains

Market analysts who had projected that Japanese livestock and poultry formula feed production would mark time in 1982 for the third straight year were in for a surprise since output rebounded 2.4 percent to 22.7 million metric tons, a new record. What threw forecasters off was the unexpectedly strong impact a January 1982 cut in mixed feed prices had on demand. Feed mills had lowered their prices twice in 1981 but with little effect because livestock and poultry producers' profit margins continued to be tightly squeezed by feed prices that were above year-earlier levels and generally low product prices. Coming on top of the two earlier rounds of price cutting, however, last January's reduction eased one source of the profit squeeze by lowering the component that represents up to two-thirds of total costs for most livestock and poultry raisers. The steps hog and dairy cattle farmers took in 1981 to limit the growth in animal numbers also paid off last year in higher product prices.

Although egg prices fell rather significantly in 1982 as production continued to outstrip consumption, demand for layer feed, which accounts for 30 percent of Japan's

formula feed output, rose strongly, thanks to lower feed costs. Similarly, weak broiler meat prices did not prevent a large gain in purchases of broiler feed since declining feed prices allowed most producers to maintain their profitability. Beef feed demand was up, too, as the gains generated by a steady buildup in the Wagyu herd more than canceled out declines in the number of dairy steers placed on feed. Purchases of dairy feed also reversed course after two years of decline, leaving swine feed as the only exception to the trend of rising formula feed production. Hog producers, who buy just under 30 percent of the feed industry's output, have been very cautious the past three years about expanding their herds, opting instead to maximize unit profits.

Unfortunately for international coarse grain traders, the 1982 rebound in Japan's formula feed production did not translate into higher feed grain import demand since feed compounders expanded output by stepping up the use of non-grain ingredients. In a double blow to exporters, usage of surplus rice in feed picked up speed during the year, pushed along by increasingly attractive pricing and persistent government jawboning. By year-end feed mills had used slightly more than 0.5 million metric tons of rice, compared with well under 0.1 million metric tons in 1981. With this additional rice displacing corn and sorghum on exactly a one-to-one basis, both the corn content and the sorghum content of Japanese mixed feed declined in 1982. Most of the adjustment fell on corn, as a 3.7-percent drop in usage to 10.3 million metric tons lowered the average mixing ratio for corn to 45.3 percent from a record 48.2 percent in 1981. Sorghum consumption was pared back, too, but by a smaller 1.3 percent to 3.4 million metric tons since sorghum import prices were below corn prices for much of the year.

With a stock buildup offsetting some of the drop in the formula feed industry's demand for corn, Japanese feed corn imports slipped only 0.6 percent in 1982 to 10.3 million metric tons. Deliveries from the United States, however, fell 3.1 percent to 9.9 million metric tons, as feed millers tried to take advantage of declining U.S. corn prices and equalize exchange rate fluctuations by delaying purchases as long as possible and then buying only enough to satisfy immediate requirements. Sorghum imports from this country were even harder hit, tumbling 23.6 percent to under 2.2 million metric tons, even though Japan's formula feed industry upped its total sorghum purchases 3.8 percent to 3.4 million metric tons in a stock-replenishing move. What hurt American exporters here was the return of Argentina as a volume supplier to the Japanese market after a two-year absence.

U.S. sorghum sales to Japan, which contracted in 1982 to 1.9 million metric tons worth $206 million, are unlikely to recover this year, in part because the formula feed industry's projected use of 0.6 million metric tons of surplus corn is expected to cut into sorghum usage more than last year. It is assumed, in addition, that Argentina will supply the bulk of Japan's reduced sorghum requirements since its prices are reportedly becoming increasingly more favorable.

In contrast, Japan's purchases of feed corn from the United States could turn around in 1983 if, as currently forecasted, formula feed production goes up modestly. Demand for swine feed is finally expected to rally somewhat this year since hog producers have started a cautious expansion of their herds. Rising beef cow numbers point to another gain in purchases of beef feed, while output of broiler feed is projected to benefit from increasing chicken production. Moreover, with the discontinuation in late 1982 of the dairy industry's three-year program to cut milk production by culling less productive cows from the herd, demand for dairy feed should go up. In fact, only purchases of layer feed are expected to slip, the result of a voluntary producer program to shore up sagging egg prices by reducing flock sizes.

The JEI REPORT (ISSN 0744-6489) is published weekly for $40 per year by the Japan Economic Institute of America, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036. Second class postage paid at Washington, D.C. POSTMASTERS: Send address changes to JEI, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036.

The major question mark about this forecast concerns feed prices. When Zennoh, a national federation of cooperatives that controls about two-fifths of Japan's formula feed market and is the industry's price leader, announced last fall that feed prices would be maintained through June 1983 at fourth-quarter 1982's reduced level, U.S. corn prices were much lower than they are now with the U.S. Department of Agriculture payment-in-kind program. Zennoh officials are already talking about a stiff increase in third-quarter 1983 feed prices to offset higher U.S. corn prices, while other feed mills are lobbying for a hike this quarter. The industry recognizes that a major price increase could choke off the continued recovery of formula feed demand, but maintains it has no choice.

Equally uncertain is the outlook for U.S. exports of corn for manufacturing corn sweeteners, corn starch and other processed products, which represented about one-tenth of 1982's total shipments of 11,435,090 metric tons valued at $1.3 billion. Japan's purchases of corn for industrial use have expanded steadily in recent years, hitting just under 3.3 million metric tons last year, but low sugar prices and a surcharge on corn sweeteners that went into effect last October could slow or reverse this growth. If they do not, U.S. corn exporters might recapture some of the business they have lost in the past two years to South African producers, who are currently handicapped by tight supplies of high starch-yielding maize.

Soybeans

As recently as 1980, the Japanese oilseed crushing industry's requirements for imported soybeans were framed primarily by domestic demand for soybean oil. Feed mills' soybean meal demand was a secondary consideration, reflecting the industry's practice of producing oil to the extent that stocks did not become price depressive and relying on imported meal to fill protein meal requirements not satisfied by the domestic crush. In 1981, however, feed millers, in a cost-cutting move, reduced the protein meal content of feed, especially soybean meal usage. Even though vegetable oil demand was extremely buoyant, this step forced crushers to rejuggle their priorities and limit the soybean crush. Soybean meal demand, while stronger than in 1981, continued to place a cap on the size of the crush last year, again despite the fact that oil consumption increased. Ceding a larger share of the vegetable oil market to imports was preferable to expanding the crush more and possibly flooding the meal market a second straight year, the industry concluded.

From 1982's soybean crush of just under 3.6 million metric tons, Japanese oilseed processors produced 2.8 million metric tons of meal or 2.7 percent more than the year before. With soybean meal usage in formula feed rebounding 3.3 percent to 2.4 million metric tons from 1981's 6.7-percent drop, meal stocks were worked down to a less price-depressing level. Stocks would have declined even further except that relative Japanese protein meal prices again favored rapeseed meal and fish meal until late 1982. For the second year in a row, therefore, the soybean meal content of feed was just under 10.6 percent, down from a 1980 high of 11.2 percent. Rapeseed meal usage, in contrast, went up from 1.1 percent in 1980 to 1.3 percent the next year and then to a record 1.6 percent in 1982, while fish meal content expanded from 2.5 percent to 2.9 percent. These gains in turn pushed the protein meal content of Japanese feed up to 17.8 percent from 1981's depressed 17.3-percent level.

Because of a lower extraction rate last year, soybean oil production remained at 1981's outturn of 634,000 metric tons. To meet the estimated 1.6-percent increase in Japanese demand for vegetable oils, crushers again stepped up soybean oil imports, expanding them by over a fourth to 37,555 metric tons. They also initially raised output

of rapeseed oil, but as the wholesale price spread between soybean oil and rapeseed oil widened during the year, production began to trail off, leaving 1982 volume at 485,000 metric tons or virtually unchanged from the year before. Rising prices also led to a one-fifth-plus cutback in imports of rapeseed oil, although purchases were still on the high side at 18,755 metric tons. Imports of premium vegetable oils, like sunflower oil and cottonseed oil, were strong as well.

Japan's soybean imports, which totaled slightly over 4.3 million metric tons in 1982, are expected this year to match 1980's record purchases of 4.4 million metric tons. Demand for soybean meal in formula feed should receive a double boost since feed production is expected to expand again and relative protein meal prices are increasingly tilting toward soybean meal because of tighter rapeseed supplies and a smaller fish catch. Relative prices also favor greater consumption of soybean oil at the expense of rapeseed oil, although total vegetable oil demand could level off. These two factors alone guarantee increased shipments by the United States, which exported 4,067,582 metric tons of soybeans valued at $970 million to Japan in 1982, including all the soybeans crushed by oilseed processors. In addition, though, crushers might take advantage of low U.S. soybean prices to increase their stocks somewhat if the yen remains at or above the present level. Last year's depreciation of the yen meant that Japan's oilseed processing industry did not benefit fully from lower soybean prices and reduced freight rates.

The one area where U.S. exporters can expect little expansion is in shipments of soybeans for food use, which accounts for just under a fifth of Japan's soybean consumption. Food-grade soybean demand is increasing no faster than the rate of population growth, slowed by stable demand for miso and only marginally rising demand for tofu, the outlet for more than half of Japan's food-grade soybean supply. Moreover, domestic production of soybeans hit 226,000 metric tons in 1982. With output at its highest level since 1965 and all of this tonnage going into food production, American exports of soybeans for food will probably not be much above last year's estimated volume of 650,000 metric tons.

Livestock Products

While American pork exporters were not counting on a repeat of 1981's large sales gain last year because of a projected recovery in Japanese pork production, they did at least hope to match their 1981 export tally. The depreciation of the yen on top of comparatively premium U.S. prices dashed these expectations. Domestic pork output increased as forecast, expanding 2.3 percent to over 1.4 million metric tons, but with retail prices up again despite generally stable wholesale prices, household purchases, which account for about half of Japanese pork consumption, declined for the second year in a row. This drop eliminated most sales of table pork by importers, the marginal suppliers. At the same time, ham, sausage and bacon manufacturers upped their usage of domestic pork in expanding output last year, in part because of the improved price competitiveness of Japanese pork relative to purchases from the United States and in part because certain cuts normally supplied by Denmark became unavailable after a foot-and-mouth outbreak there led to a ban on Danish imports from April on. Since processors take perhaps four-fifths of imported pork, their scaled-back consumption of foreign pork was a major blow to overseas suppliers. Total imports were off 2.2 percent from 1981's record level to 141,086 metric tons, while U.S. shipments fell by about the same margin to 30,238 metric tons worth $111 million.

Although Japanese broiler meat output rebounded 6.6 percent last year to nearly 1.2 million metric tons after dipping in 1981 for the first time ever, chicken imports, which had soared two years ago, still went up another 5 percent to 102,927 metric tons on

strong market demand. Family purchases turned back up, thanks to declining chicken prices and a shift from pork. In addition, institutional demand continued to expand — an important development since hotels and restaurants, particularly fast-food outlets, account for just under half of Japan's chicken consumption. Unfortunately for U.S. exporters, the drop in the yen's value cost them sales to retailers as well as to the hotel-restaurant trade, both of which increased their purchases from Thailand. Sales of American bone-in legs did increase slightly, but overall U.S. poultry exports fell by a sixth to 54,716 metric tons valued at $68 million.

Japan's beef production expanded in 1982 for the third straight year, increasing 2.2 percent to 481,125 metric tons, with 70 percent of this amount coming from fattened dairy steers and older culled cows. The larger supply kept retail beef prices fairly stable, thereby spurring another gain in family purchases, which account for roughly three-fifths of Japanese beef consumption. For overseas suppliers, however, the increase in domestic output was bad news since total imports were maintained close to their 1980-81 level of roughly 122,000 metric tons. U.S. beef shipments did advance, going up by more than a fifth to 52,362 metric tons worth $232 million. In a repeat of 1981, most of last year's export volume was reportedly added to the stocks held by the Livestock Industry Promotion Corp., rather than released to the market, as the semipublic agency tried to keep returns to domestic beef producers high.

Despite another projected gain in Japanese beef production this year, imports from the United States are likely to expand again, primarily because the government committed itself during the multilateral trade negotiations to 30,800 metric tons of grain-fed beef imports during the year ending in March 1984. Assuming the yen does not sag in value, U.S. sales of broiler meat should recover in 1983, helped by continuing strong retail and institutional demand. A firmer yen is not likely to do much for American pork exporters, though, since their market opportunities are expected to be limited again by relatively high U.S. prices as well as by lack of availability of pork that meets Japanese specifications in terms of carcass quality and cutting and packing conditions.

The outlook for 1983 exports of livestock by-products is even dimmer. At best, U.S. sales of whole cattle hides will remain at last year's depressed level of 6.4 million pieces valued at $207 million. Japan's tanning industry, which relies on American supplies for about two-thirds of its requirements, has been hard hit in recent years by increasing demand for manmade leather and by a diversification in leather consumption from real leather only to real and artificial leather mixed with other materials, and there is no sign of any let-up in these trends. Similarly, American exporters of inedible tallow will be lucky this year to hold sales to 1982's reduced level of 69,332 metric tons worth $34 million because of continuing flat demand for fatty acids and soaps and greater competition from palm oil.

Wheat

The story of the Japanese wheat market in 1982 is the now-familiar one of virtually no growth in wheat flour consumption and flat wheat imports. Through its control over the volume of wheat shipped into the country and the price at which it as well as domestic wheat are resold to flour millers, the government's Food Agency has tried in recent years to slow the decline in Japanese rice consumption at the expense of increased demand for wheat. It has limited the expansion of wheat allocations to the milling industry to less than the rate of growth in apparent demand for processed wheat products. The government agency has also boosted wheat wholesale prices by larger margins than rice resale prices in an attempt to tilt relative prices back in favor of rice. Wheat resale

prices were hiked an average 14.1 percent in February 1980 and another 5.6 percent in April 1981. They were left unchanged in 1982 despite a 3.9-percent rise in the resale price for rice because of the Food Agency's larger-than-expected profits on imported wheat and intense lobbying by end users, but a further increase in wheat wholesale prices — this one averaging 8.2 percent — went into effect in February.

While the government is losing the battle to stem the fall in rice consumption, its direct and indirect wheat pricing policies have contained the expansion of wheat flour consumption to a marginal rate at best. Last year, incomplete data indicate, flour usage was in fact flat, as output gains for wet and dry noodles and pasta products were offset by lower production of bread and instant noodles. Also helping to hold down flour consumption, though, was another jump in imports of wheat products, which are not controlled by the government. Foreign-made spaghetti, in particular, has carved out a significant market in Japan, and by 1982 pasta imports were equal to 9 percent of Japanese production, compared with 3 percent just five years before. Imported dry noodles, too, have fared well in the Japanese market.

For wheat growers in the United States, Canada and Australia, low to no growth in Japanese flour consumption has kept imports of wheat for food use at 4.4 million metric tons in each of the past three years. Actually, exporters were lucky to hold shipments at this level in 1982 since domestic wheat production increased by 155,000 metric tons to 742,000 metric tons, the highest outturn since 1969. This year exporters will almost certainly not be so fortunate since the latest hike in wheat resale prices virtually guarantees no increase in flour consumption. Moreover, wheat production in Japan is currently projected at a minimum of 710,000 metric tons.

U.S. exporters, which shipped 3,345,458 metric tons of wheat to Japan in 1982 for sales of $564 million, might pick up some additional business this year if, as expected, Australia's drought-reduced 1982 crop curbs exportable supplies. The Food Agency is most likely to shift purchases of wheat for feed use to the United States, normally the source of about half the 1.2 to 1.3 million metric tons of feed-use wheat imported annually. But this outlet for wheat in Japan promises no more long-term growth possibilities for American producers than wheat for food use. Consumption of whole wheat in feed rations is limited by its relatively high price to about 0.7 percent of all ingredients, while demand for wheat to produce bran as a primary product is restricted by the slow expansion of the dairy herd.

Fruits and Vegetables

Ironically, U.S. fresh citrus exports held up better in 1981, when the trade was disrupted by Japan's quarantine on California produce, than they did last year with the market back to normal. Lemon sales, for one, were down in 1982 at 107,281 metric tons worth $69 million, mainly because the drop in the yen's value hiked costs to importers by 15 to 20 percent during the peak selling season. At 139,792 metric tons valued at $47 million, grapefruit exports were also off, hurt by the lower value of the yen as well as by plentiful supplies of other domestic and imported fresh fruit and sluggish consumer demand. Orange sales did go up again in line with the expansion of Japan's import quota and hit 83,010 metric tons valued at $51 million. Interestingly, the extremely profitable orange import business turned sour during the heavy summer import season because of a temporary glut of fresh fruit on the market, and Japanese buyers lost money for the first time on orange purchases from the United States.

The problems citrus traders ran into in 1982 have made them more cautious this year about buying U.S. grapefruit and lemons, which face the additional constraint of flat

Japanese demand. Orange exports, though, should be unaffected by the financial bath importers took last year, benefiting from a 5,000-metric-ton increase in the FY 1983 import quota to 82,000 metric tons. Sales of frozen french-fried potatoes, already at $25 million, should also score another major gain in light of the continuing growth of Japan's fast-food industry, and exports of frozen corn and other frozen vegetables, which were pushed down in 1982 by the yen's depreciation, could rebound with the rise in the value of the currency. So, too, could raisin sales, depending on the size of the U.S. crop.

Cotton

Despite some encouraging signs at the beginning of the year, Japan's cotton spinning industry failed once again in 1982 to turn the corner on profitability. Yarn prices, which had returned to profitable levels by late 1981 after bottoming out at mid-year, continued to top year-earlier quotes during 1982's first quarter, pushed up by the participation of most spinners in a voluntary 15-percent production-curtailment program and stronger domestic demand for cotton goods. The upward movement in domestic yarn prices was brought to a quick halt, however, by the industry's old Nemesis — imports, which shot up as the differential between Japanese and Korean and Pakistani yarn prices widened.

Although lower-priced imported cotton goods continued to pour into the Japanese market and exports were hobbled by the worldwide recession, spinners were able to work down stocks of cotton goods (yarn, fabric and made-up articles) to more manageable levels in the spring and summer, thanks to the extension of voluntary production cuts, then targeted at 10 percent, and good domestic demand. But smaller inventories did little to prop up sagging yarn prices, which fell in most months to their lowest point in at least four years. Moreover, cotton goods stocks began to build again in 1982's last quarter, putting additional pressure on yarn prices. By year-end, stocks, once 10 percent below early 1981's peak, were only 5 percent under it and rising.

It was hard to tell from Japan's 1982 raw cotton purchases that spinners were losing the battle for profits since imports hit an extraordinary 784,134 metric tons. A glance at the cotton yarn production data gives one clue why imports went up: despite year-long production restraints, yarn output, which had dropped 9.6 percent in 1981, increased 3.2 percent. In addition, Japanese cotton buyers took advantage of favorable American prices for premium growths to economically rebuild their relatively low stocks. This development boosted U.S. shipments to a record 339,320 metric tons valued at $501 million and gave American growers an unusual 45-percent share of the Japanese cotton market. Attractive U.S. prices, though, were not much help to spinners because the yen's depreciation wiped out most of the benefit lower prices would have had on margins.

On top of their perennial problem of unprofitable yarn prices, spinners have a new worry this year: where the high-quality cotton they need for high-count yarns will come from until the 1983 crop is available, now that the U.S.S.R., normally the number-two supplier, has temporarily pulled out of the Japanese market. Some replacement shipments out of the abundant 1982 U.S. crop have been lined up, but the price premiums commanded by quality California growths have widened. This spells further losses for spinners unless domestic demand perks up and industry compliance with the current 20-percent production-cutback program improves. For U.S. exporters, too, these are big question marks, making shipment levels in the second half of 1983 uncertain after a projected strong first half. What could help both sides is that weak yarn prices might shut off some yarn imports, which jumped by a half in 1982 to a new high, triggering the filing of the first dumping complaint ever in Japan.

Tobacco

Since the quality of domestically grown tobacco is inferior, it must be blended with high-quality imported leaf to produce the cigarette brands demanded by Japanese smokers. The Japan Tobacco and Salt Public Corp. (JTS) — the sole buyer of both domestic and imported tobacco as well as Japan's only manufacturer and wholesaler of tobacco products — sources a little more than a third of its leaf requirements from foreign growers, particularly American producers of flue-cured tobacco. Over the past three years, however, its overseas purchases have been flat even though stocks of imported leaf, at unusually high levels in the late 1970s because of earlier overbuying, had been drawn down by the 1981 marketing season to the 24-month supply that the JTS likes to maintain to insure proper aging.

The maturity of the Japanese cigarette market has certainly capped the JTS's demand for imported leaf. Cigarette consumption increased in FY 1981 for the first time in seven years, and it inched up again in the April 1982-March 1983 period to 15.5 billion packs, but these marginal gains still left cigarette consumption below its peak. Moreover, part of the rise in demand in the last two years was met by expanded cigarette imports, which supplied 1.5 percent of the market in FY 1982. Improved cigarette manufacturing technology, increasing use of sheet tobacco, and longer filters have also cut the JTS's requirements for leaf, whether foreign or domestic.

Cigarette consumption in Japan is expected to turn down again this year, partly because of a continuing decline in the proportion of the population that smokes but mainly because of the cigarette tax hike that goes into effect May 1. Projected sales gains for foreign-made cigarettes will also blunt the growth of the JTS's tobacco imports. Still, U.S. exporters should be able to maintain leaf sales close to 1982's level of 50,041 metric tons valued at $310 million as long as the quality grades the JTS normally buys from this country are available in quantity, as they were in both 1981 and 1982. At the margin, though, increased third-country competition for the JTS's imported burley tobacco requirements and, to a lesser extent, its flue-cured leaf needs could cost American growers some sales.

For further information, contact Susan MacKnight.

* * * * * * *

Table 1: U.S. Agricultural Exports by Country, 1978-82*

(in millions of dollars)

	1978	1979	1980	1981	1982(p)
Total	$29,384	$34,745	$41,233	$43,337	$36,622
Japan	4,435	5,255	6,111	6,562	5,547
Netherlands	2,327	2,619	3,412	3,300	3,042
U.S.S.R.	1,687	2,855	1,046	1,665	1,855
Canada	1,621	1,650	1,836	1,989	1,805
Korea	1,148	1,441	1,798	2,008	1,581
China	573	990	2,210	1,956	1,498
Spain	822	930	1,129	1,268	1,459
West Germany	1,503	1,404	1,831	1,758	1,448
Mexico	903	1,024	2,481	2,432	1,156
Taiwan	825	1,074	1,095	1,145	1,155
Italy	1,001	1,005	1,094	1,177	941
Belgium-Luxembourg	462	540	600	852	904
United Kingdom	1,051	1,057	996	961	896
Egypt	554	601	771	967	800

*Not adjusted for transshipments through Canada, the Netherlands or Belgium.

Source: U.S. Department of Agriculture

Table 2: Major U.S. Agricultural Exports to Japan, 1980-82

	Quantity (in metric tons)			Value (in thousands of dollars)		
	1980	1981	1982(p)	1980	1981	1982(p)
Total	---	---	---	$6,110,676	$6,562,294	$5,547,189
Corn*	11,823,221	11,829,387	11,435,090	1,624,657	1,781,403	1,274,991
Grain Sorghum*	3,779,643	2,904,463	1,869,976	496,101	408,774	205,498
Soybeans*	4,032,867	4,001,380	4,067,582	1,105,238	1,137,878	970,044
Soybean Meal	245,505	82,135	48,687	65,161	22,832	10,507
Alfalfa Meal and Cubes	374,069	313,420	424,812	47,961	40,027	55,293
Dried Beet Pulp	492,989	404,387	336,351	67,977	63,537	49,422
Wheat	3,330,762	3,364,301	3,345,458	596,183	615,025	563,648
Cotton**	309,522	279,627	339,320	525,934	503,565	500,605
Beef and Veal***	33,463	42,879	52,362	137,320	157,856	232,396
Beef and Veal Offals***	28,568	32,188	31,503	84,135	99,645	96,992
Pork***	27,563	39,808	30,238	95,248	143,166	111,400
Poultry***	43,145	64,818	54,716	53,455	81,461	67,639
Whole Cattle Hides****	7,440,937	7,495,175	6,443,988	250,834	255,121	207,170
Inedible Tallow	106,113	87,520	69,332	50,183	39,780	33,870
Lemons	101,638	116,846	107,281	63,351	66,293	69,050
Grapefruit	128,993	159,366	139,792	45,806	59,104	47,340
Oranges	70,797	76,821	83,010	27,803	44,449	51,300
Raisins	15,157	16,167	15,477	25,377	29,802	25,850
Frozen Vegetables	77,530	83,000	71,515	45,616	56,986	53,851
Almonds	9,596	9,598	13,330	41,275	37,476	36,967
Peanuts	25,804	7,730	18,733	19,824	7,468	14,833
Tobacco	37,256	53,063	50,041	197,159	301,698	309,920

*Excludes seed.
**Excludes linters.
***Fresh, chilled or frozen.
****Quantity in number of pieces.

Source: U.S. Department of Agriculture

Table 3: U.S. Exports of Corn, 1980-82*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1980	1981	1982(p)	1980	1981	1982(p)
Total	62,996	54,711	48,772	$8,483,995	$7,929,193	$5,579,853
Japan	11,823	11,829	11,435	1,624,657	1,781,403	1,274,991
U.S.S.R.	4,228	5,396	6,968	602,156	781,675	818,768
Spain	2,643	2,980	3,748	332,280	404,499	428,021
Korea	2,313	2,216	2,880	316,152	323,825	331,713
Belgium	1,801	1,903	2,320	247,725	257,906	255,986
Portugal	2,533	2,735	2,241	329,190	378,733	251,718
Taiwan	1,997	1,480	1,902	271,366	237,910	238,328
China	1,667	468	1,591	224,540	62,466	189,358
East Germany	2,336	1,239	1,396	331,687	184,175	159,494
Egypt	984	1,344	1,181	130,976	189,328	136,157
Netherlands**	1,950	1,796	1,093	252,424	246,839	131,203
United Kingdom	1,597	1,280	1,108	203,016	177,493	119,667

*Excludes corn donated for relief as well as seed and popcorn.
**Not adjusted for transshipments.

Source: U.S. Department of Agriculture

Table 4: U.S. Exports of Grain Sorghum, 1980-82*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1980	1981	1982(p)	1980	1981	1982(p)
Total	7,997	8,000	6,015	$1,051,284	$1,150,585	$692,255
Japan	3,780	2,905	1,870	496,101	408,774	205,498
Mexico	2,403	2,088	1,413	318,558	329,922	165,498
Venezuela	44	722	502	5,999	101,881	62,054
Spain	594	555	520	70,773	65,060	58,307
Korea	0	133	402	0	16,148	46,820
Israel	341	446	340	42,876	63,342	40,473

*Excludes seed.

Source: U.S. Department of Agriculture

Table 5: U.S. Exports of Soybeans, 1980-82*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1980	1981	1982(p)	1980	1981	1982(p)
Total	21,779	21,830	25,475	$5,879,942	$6,185,529	$6,217,747
Netherlands**	5,392	4,394	5,112	1,457,679	1,283,429	1,324,218
Japan	4,033	4,001	4,068	1,105,238	1,137,878	970,044
Spain	1,721	1,910	2,968	456,024	520,204	693,040
West Germany	1,451	2,025	2,044	398,517	566,833	507,148
Belgium	593	1,041	1,405	154,071	286,821	327,756
Taiwan	936	1,053	1,127	261,673	314,169	285,560
Italy	838	961	906	227,244	271,392	209,861
France	636	628	848	166,095	172,113	195,195
U.S.S.R.	173	34	649	45,322	8,432	171,264
United Kingdom	449	519	640	120,450	140,946	152,626
Korea	564	425	588	155,482	124,027	141,879

*Excludes seed and soybean meal.
**Not adjusted for transshipments.

Source: U.S. Department of Agriculture

Table 6: U.S. Exports of Wheat, 1980-82*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1980	1981	1982(p)	1980	1981	1982(p)
Total	35,640	43,839	40,651	$6,356,926	$7,831,849	$6,655,050
China	6,105	7,442	6,826	1,039,309	1,268,977	1,046,693
U.S.S.R.	1,769	4,082	4,295	336,084	772,563	802,182
Japan	3,331	3,364	3,346	596,183	615,025	563,648
Brazil	2,010	2,995	2,551	363,397	551,339	428,969
Korea	1,946	2,032	1,874	322,780	357,744	298,758
Egypt	1,214	1,941	1,806	208,773	324,285	276,945
India	24	1,375	1,522	3,773	237,032	247,758
Nigeria	993	1,197	1,281	180,068	224,098	213,922
Chile	964	984	1,074	172,658	178,201	169,551
Indonesia	768	724	968	134,620	129,566	155,655
Philippines	749	837	914	140,814	157,949	155,403
Peru	662	919	950	116,970	164,427	155,089
Venezuela	686	891	713	134,948	174,225	125,690
Italy	484	831	603	88,654	162,474	104,629

*Excludes wheat donated for relief.

Source: U.S. Department of Agriculture

Table 7: U.S. Exports of Cotton, 1980-82*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1980	1981	1982(p)	1980	1981	1982(p)
Total	1,823	1,269	1,392	$2,864,151	$2,259,979	$1,955,238
Japan	310	280	339	525,934	503,565	500,605
Korea	305	286	319	466,440	489,532	425,432
Taiwan	149	75	175	203,303	112,430	208,322
China	463	249	117	701,298	463,965	177,771

*Excludes linters.

Source: U.S. Department of Agriculture